

Message Text

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PAGE 01 NEW DE 03247 010803Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----072062 010809Z /11
P R 010734Z MAR 78
FM AMEMBASSY NEW DELHI
TO SECSTATE WASHDC PRIORITY 9856
INFO USDOC WASHDC

LIMITED OFFICIAL USE NEW DELHI 3247

E.O. 11652: NA
TAGS: BENC, ETRD, IN
SUBJECT: SATELLITE/GROUND STATION TENDERS

REF: STATE 051180

1. LOCAL HUGHES REPRESENTATIVE S. RAMJI BRIEFED COMMERCIAL COUNSELOR FEBRUARY 23 ON STATUS OF HUGHES BID FOR GROUND STATIONS. AS REPORTED OUR MEMCON FEB. 24, JAPANESE FIRM, NEC, WAS NEXT LOWEST BIDDER AFTER HUGHES FOR FOUR GROUND STATIONS. ACCORDING TO RAMJI, GOI HAS PROBABLY DECIDED DIVIDE CONTRACT, GIVING HUGHES AWARD FOR TRANSMITTERS, RECEIVERS AND RELATED SCPC MODEMS, WHILE NEC LIKELY TO BE GIVEN CONTACT ONLY FOR REQUIRED DISH ANTENNAS.

2. DURING CALL ON AMBASSADOR FEB. 27, RAMJI REPORTED JAPANESE GOVERNMENT HAD INVITED MINISTER OF COMMUNICATIONS VERMA TO JAPAN WITH APPARENT PRIMARY AIM OF INFLUENCING VERMA TOWARD GIVING NEC GREATER PART IN EARTH STATION CONTRACT. RAMJI ASKED WHETHER USG COULD ISSUE SIMILAR INVITATION.

3. IN VIEW THIS APPARENT JAPANESE INTENT INFLUENCE GOI DECISION-MAKING PROCESS THROUGH VISIT TO JAPAN BY VERMA AND IN VIEW IMPORTANT LONG-RUN POTENTIAL FOR US SALE OF UP TO AS MANY AS 100 GROUND STATIONS TO INDIA, WE SUPPORT
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HUGHES PROPOSAL THAT APPROPRIATE USG AGENCY ISSUE INVITATION TO MINISTER VERMA TO VISIT US. WE AGREE PRIMARY USG ROLE WOULD BE TO DEVELOP ATTRACTIVE PROGRAM FOR VISIT, SINCE IT REMAINS GOI POLICY THAT COSTS OF OFFICIAL FOREIGN TRAVEL BE PAID BY GOI.

4. IT HAS BEEN INTIMATED BY RAMJI FROM SOURCES WITHIN

GOI THAT VERMA WOULD PROBABLY WELCOME SUCH AN INVITATION.
HIS VISIT TO US WOULD NOT ONLY SERVE WHAT WE BELIEVE TO
BE IMPORTANT COMMERCIAL PURPOSE, BUT WOULD ALSO FIT IN
WITH OUR OVERALL POLICY OF PROMOTING HIGH LEVEL CONTACTS
WITH GOI. EMBASSY, THEREFORE, HOPES THAT INVITATION MAY
BE FORTHCOMING AT EARLY DATE.
GOHEEN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SATELLITES, PROPOSALS (BID), CONTRACTS
Control Number: n/a
Copy: SINGLE
Draft Date: 01 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1978/newtext/t197803119/aaaadxoq.tel
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Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: d7b6d1ba-c288-dd11-92da-001cc4696bcc
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